MEMO

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To: The Board of Point Foundation
From: Jon McIntire
January 27, 1993

Since our meeting at the end of November, we have had limited success in our fundraising efforts. I arranged for a loan of $10,000 from Carolyn Garcia, but that money must be paid back by November 24, 1993. Mitch Kapor (with the help of John Barlow) was convinced to give $5000. (And you were already aware of the $5000 gift from the Springhouse Foundation.)

We sent out our fundraising letter to the lists provided by the board (see attached) in mid-December; so far we have had only one positive response of a $2000 gift from Grant Abert and Nancy Ward. I have always believed that the letter's purpose is as an introduction to Point/Whole Earth; the real appeal for funding must be made in person; either over the phone or a face-to-face meeting. I will gladly make myself available to meet with possible donors, but the initial contact and subsequent pitch must come from you! For the letter to have any impact at all, your follow-up calls should be made now; if any more time passes, they will have forgotten about the letter and its contents.

Again we find ourselves in the precarious position of running out of money (this time by the end of February). If Point Foundation is to continue and be the wellspring for new projects, we need consistent fundraising efforts on the part of our board. Most of the projects that you/we have envisioned have a fairly large lag time before they will start generating income (if in fact they generate any at all). Without board support there will not be time or money for new projects, and the new direction you've chosen for Point will fall by the wayside.